

**OBJECTIVE**

Combines objectives of growth and income, with more emphasis on growth, using tactical ETFs that are focused on generating alpha relative to an index rather than delivering the beta of the underlying index.

**INVESTMENT PHILOSOPHY**

Asset allocation is a portfolio management process where various asset classes are combined in one portfolio. Properly implemented, asset allocation is a time-tested approach that addresses risk through diversification. The Confluence approach to asset allocation is different than traditional asset allocation approaches which rely on long-term historical averages for strategic capital market assumptions. Confluence recognizes that risk levels and return potential rise and fall over market and economic cycles. Therefore, we apply an adaptive process in which the Confluence team estimates the performance of 12 different asset classes in terms of risk, return, and yield looking forward 3 years. This cyclical approach is not market *timing*. Rather, the intention is to remain within an acceptable risk profile, while changing the asset class mix to optimize return potential. We may adjust allocations in much shorter time frames, depending upon changing views of the marketplace and economy. Alternately, we may abstain from making significant allocation adjustments if we believe the existing posture remains optimal. The process may involve somewhat higher turnover than a more static strategic program, but usually involves less trading relative to tactical approaches.

The asset allocation portfolios utilize exchange-traded funds (ETFs). We may use ETFs that allow us to focus on or avoid particular industry sectors, bond maturities, commodities, or countries.

**OVERVIEW**

- ◆ Combines objectives of growth and income, with more emphasis on growth
- ◆ Balances longer term perspective of a cyclical asset allocation model with tactical ETFs focused on generating alpha relative to an index, rather than delivering the beta
- ◆ Growth allocation may include equity asset classes ranging from small cap to large cap, with both domestic and international equities
- ◆ Commodities may be utilized for total return and diversification benefits
- ◆ Fixed income and real estate will normally form the foundation to pursue income objectives
- ◆ Profile is similar to that of a portfolio with a blend of stocks and bonds
- ◆ Appropriate for investors with a moderate risk tolerance
- ◆ Strategy assets: \$43.8 million<sup>1</sup>

<sup>1</sup> Total strategy assets include assets under management (AUM) and assets under advisement (AUA). As of 12/31/22, AUM = \$0.1 million and AUA = \$43.7 million.

**CURRENT PORTFOLIO<sup>2</sup>**

(As of 7/20/2023 rebalance)

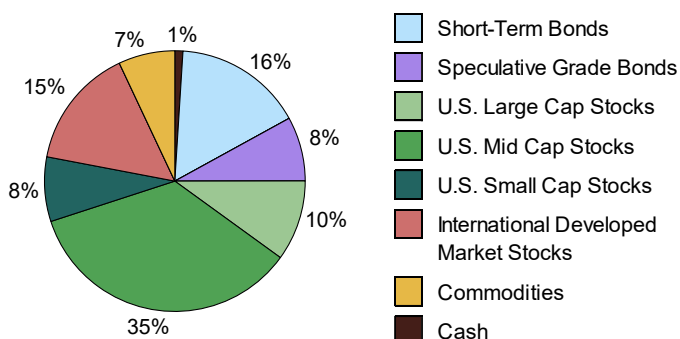
**CHARACTERISTICS**

Weighted SEC Yield	2.9%
Volatility Ceiling	14.0%
Number of Securities	18
Annual Turnover (3-Year Rolling as of 12/31/22)	81%

**5 LARGEST HOLDINGS**

First Trust Mid Cap Value AlphaDEX <sup>®</sup> ETF - FNK	14.0%
First Trust Developed Mkts ex-US AlphaDEX <sup>®</sup> ETF - FDT	12.7%
First Trust Mid Cap Growth AlphaDEX <sup>®</sup> ETF - FNY	12.2%
BondBloxx 1-Year Target UST - XONE	11.2%
Invesco S&P Mid Cap Quality ETF - XMHQ	8.8%

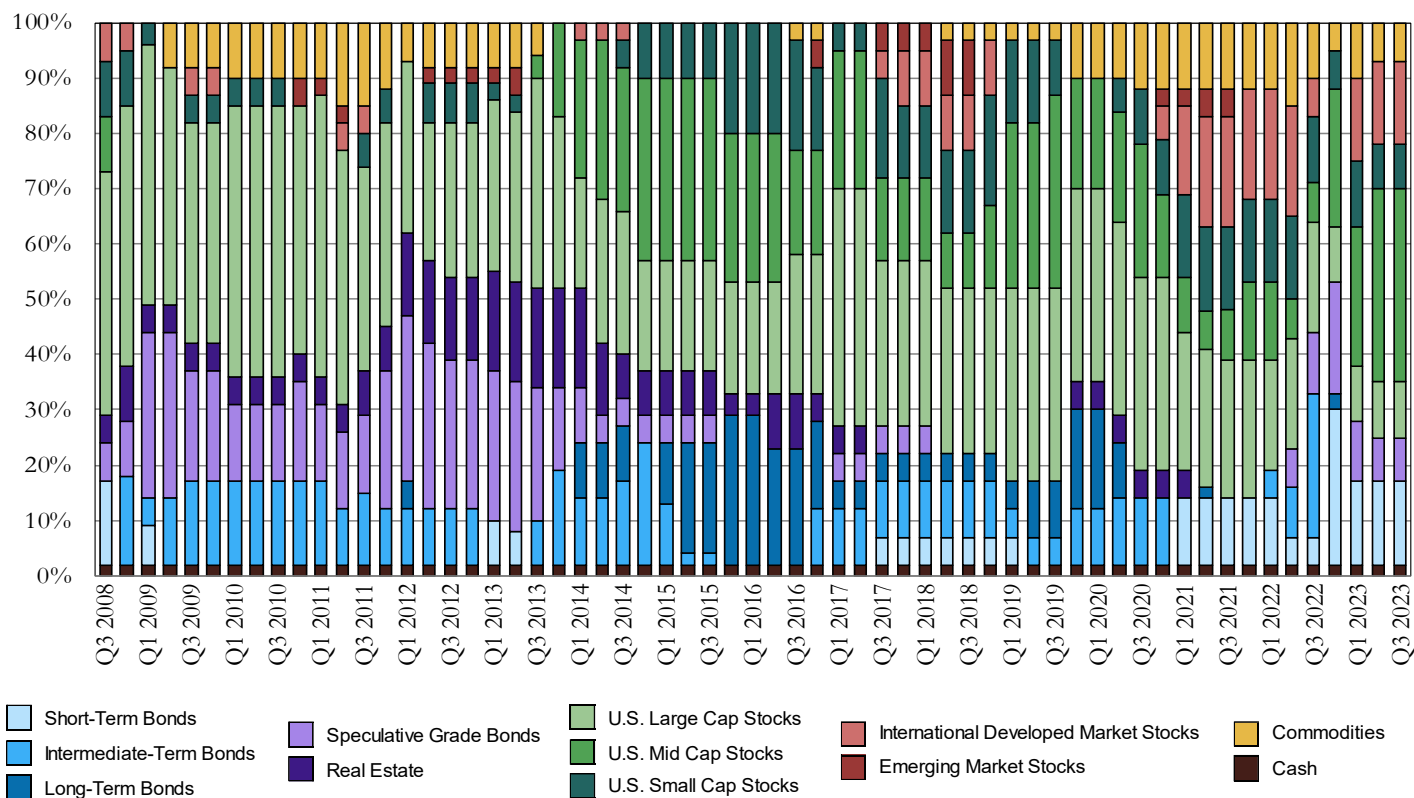
**ASSET ALLOCATION**



**RECENT PORTFOLIO CHANGES<sup>3</sup>**

The Growth & Income Alpha strategy remains positioned for a near-term mild recession followed by a recovery and potential for an economic expansion within the three-year forecast period. This posture has been in place throughout this year and remains unchanged except for a reduction in the cash buffer to 1% in favor of higher-yielding one-year Treasuries. Beyond this, we implemented two changes within the allocations this quarter. The first was in the short-term bond allocation, where greater emphasis was placed in the ultra-short segment through a one-year Treasury selection. The other change was introducing an overweight to Japan in the international developed market exposure.

## HISTORICAL MODEL ALLOCATIONS



## PERFORMANCE COMPOSITE RETURNS<sup>4</sup> (FOR PERIODS ENDING JUNE 30, 2023)

	Since Inception**	5-Year*	3-Year*	1-Year	YTD	QTD
<b>Growth &amp; Income Alpha</b>						
<i>Pure Gross-of-Fees<sup>5</sup></i>	7.5%	7.7%	10.4%	6.9%	6.5%	3.3%
<i>Max Net-of-Fees<sup>6</sup></i>	4.3%	4.6%	7.1%	3.7%	4.9%	2.6%
<b>Benchmark (70stock/30bond)</b>	8.9%	9.1%	8.9%	13.2%	12.3%	5.8%
<b>Inflation</b>	1.9%	2.1%	2.5%	2.4%	1.2%	0.5%

Calendar Year	Pure Gross-of-Fees <sup>5</sup>	Max Net-of-Fees <sup>6</sup>	Benchmark (70stock/30bond)	Inflation	Difference (Gross-Benchmark)	# of Portfolios	Composite Assets (000s)	Total Firm Assets (000s)	Composite 3yr Std Dev	Benchmark 3yr Std Dev	Composite Dispersion
2014**	6.8%	4.7%	8.6%	1.1%	(1.8%)	1	\$134	\$1,955,915	N/A	N/A	N/A
2015	(4.2%)	(7.0%)	1.3%	1.4%	(5.5%)	3	\$1,866	\$3,175,419	N/A	N/A	N/A
2016	11.8%	8.5%	9.2%	1.5%	2.6%	1	\$143	\$4,413,659	N/A	N/A	N/A
2017	14.7%	11.3%	16.1%	1.8%	(1.4%)	1	\$164	\$5,944,479	8.1%	6.8%	N/A
2018	(10.4%)	(13.0%)	(2.8%)	2.0%	(7.5%)	1	\$147	\$5,486,737	9.6%	7.5%	N/A
2019	19.7%	16.2%	24.6%	1.6%	(4.8%)	1	\$176	\$7,044,708	10.7%	8.3%	N/A
2020	25.9%	22.2%	15.8%	1.3%	10.1%	1	\$1,028	\$6,889,798	16.3%	13.0%	N/A
2021	16.1%	12.7%	18.9%	2.6%	(2.8%)	1	\$167	\$7,761,687	15.0%	12.1%	N/A
2022	(11.8%)	(14.4%)	(16.4%)	2.8%	4.7%	1	\$147	\$6,931,635	16.1%	15.5%	N/A

\*Average annualized returns

\*\*Inception is 5/1/2014

See performance disclosures on last page.

### Portfolio Benchmark

**70% stock/30% bond** – Custom benchmark is calculated monthly and consists of a blend of 70% S&P 500 and 30% ICE BofA U.S. Corporate, Government, and Mortgage Bond Index. (Source: Bloomberg)

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## DISCLOSURES

<sup>2</sup> **Current Portfolio**—Information presented reflects wrap account composites with taxable income (if applicable). Asset allocations shown represent the individual ETFs used in the model portfolios as of 7/20/23 and do not represent the precise allocation of assets in an actual client account. Asset allocation in client accounts may vary based on individual client considerations and market fluctuations. The investments held by the portfolio are not guaranteed and do carry a risk of loss of principal. Each asset class has specific risks associated with it and no specific asset class can prevent a loss of capital in market downturns. Individual client portfolios may differ, sometimes significantly, from these listings. Yield data source: Morningstar. 30-day SEC yield of the model portfolio as of 7/20/23. Annual turnover 3-year rolling calculated from sample accounts for periods ending 12/31/2022.

<sup>3</sup> **Recent Portfolio Changes**—The investment or strategy may not be suitable for all investors. Investors must make their own decisions based on their specific investment objectives and financial circumstances.

<sup>4</sup> **Performance Composite Returns**—Confluence Investment Management LLC claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Confluence Investment Management LLC has been independently verified for the periods August 1, 2008, through December 31, 2021. The verification report is available upon request. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards.

Verification provides assurance on whether the firm's policies and procedures related to composite maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. Verification does not provide assurance on the accuracy of any specific performance report.

GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein. The Growth & Income Taxable Alpha-Plus Strategy was inceptioned on May 1, 2014, and the current Growth & Income Taxable Alpha-Plus Composite was created on April 1, 2015. Confluence Investment Management LLC is an independent registered investment adviser. Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. Past performance is not indicative of future results. The U.S. Dollar is the currency used to express performance. Returns are presented gross and net of all fees and include the reinvestment of all income.

<sup>5</sup> Pure gross returns are shown as supplemental information to the disclosures required by the GIPS® standards.

<sup>6</sup> Net-of-fee performance was calculated using the highest applicable annual bundled fee of 3.00% applied quarterly. This fee includes brokerage commissions, portfolio management, consulting services and custodial services. The Confluence fee schedule for this composite is as follows: 0.40% on the first \$500,000; 0.35% on the next \$500,000; and 0.30% over \$1,000,000. There are no incentive fees. Clients pay an all-inclusive fee based on a percentage of assets under management. The collection of fees produces a compounding effect on the total rate of return net of fees. From April 1, 2015, to September 30, 2016, bundled fee accounts made up 100% of the composite. Actual investment advisory fees incurred by clients may vary. Wrap fee schedules are provided by independent wrap sponsors and are available upon request from the respective wrap sponsor.

Performance prior to April 1, 2015, and after September 30, 2016, is based on the Growth & Income Taxable Alpha-Plus-Direct Composite which was created on May 1, 2014. This composite includes accounts that pursue the Growth & Income Taxable Alpha-Plus strategy, but do not have bundled fees. Gross returns from the Growth & Income Taxable Alpha-Plus-Direct Composite include transaction costs and net-of-fee performance was calculated using the highest applicable annual bundled fee of 3.00% applied quarterly. A complete list of composite descriptions is available upon request. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request. The annual composite dispersion is an equal-weighted standard deviation, using gross-of-fee returns, calculated for the accounts in the composite for the entire year. The three-year annualized standard deviation measures the variability of the composite gross returns over the preceding 36-month period. The Growth & Income Taxable Alpha-Plus Composite contains fully discretionary Growth & Income Taxable Alpha-Plus wrap accounts. The Growth & Income Taxable Alpha-Plus strategy is implemented using "Alpha" ETFs that seek to outperform an underlying index. The investment objective is the pursuit of nominal returns (yield and growth) in excess of inflation, subject to the limitations of the risk constraint for the Growth & Income Taxable Alpha-Plus strategy. The growth allocation may include equity asset classes ranging from small cap to large cap, with both domestic and international equities. Commodities may be utilized for total return as well as diversification benefits. Fixed income and real estate allocations will normally form the foundation to pursue taxable income objectives. This portfolio may be appropriate for investors with a moderate risk tolerance.

\*\*Results shown for the year 2014 represent partial period performance from May 1-December 31, 2014. N/A-Composite Dispersion: Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year. N/A-3yr Std Dev: Composite does not have 3 years of monthly performance history.

Inflation is provided as additional information and is represented by the U.S. 5-year TIP breakeven spread (Bloomberg: USGGBE05 Index), which had 3-year standard deviation as follows: 0.1% 2014, 0.1% 2015, 0.1% 2016, 0.1% 2017, 0.1% 2018, 0.1% 2019, 0.1% 2020, 0.2% 2021, 0.2% 2022.